

Whether you are in the heart of the Great Plains, the Rocky Mountains, the wide open spaces of the American West, or the Gulf Coast region you'll find Jacam partnering with oil and gas companies to increase production, reduce operating costs and improve profitability through the effective application of our proprietary chemical solutions.



# Doonlo + D

# Whatever It Takes

Our attitude is "whatever it takes". Our extensive research and technical experience in field applications has resulted in the development of products that meet the ultimate test...

They solve problems!.

# 



**Safety First** 



**W**ith a full-time professional staff, Safety is our #1 priority.

**World Class Service** 



Jacam is committed to provide our customers the highest combination of service, quality and product performance in the industry.

**Innovation's Best** 



**W**e firmly believe that creative solutions require creative thinking and creative thinking is trying new combinations.



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# The Right Solution

"We've got a customized solution to fit your every need. In fact, if we don't have it, we'll invent it for

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# Scientific Innovation at its Best!

# Designing innovative products to meet your needs

JACAM Chemicals is known as an innovator in the oil and gas industry as we continue to develop cost effective solutions to solve problems around the world. JACAM's research and development scientists are experts in the disciplines of surface, organic, polymer and analytical chemistry. Through partnerships with our customers we are at the fore front of discovering solutions for specific problems, JACAM maintains a firm position at the leading edge for development of new and innovative products.



# **Innovative Solution Products**

- · Salt Inhibitors
- System Saver™ Pellets
- · Solid Ball Chemistry
- SuperCorr
- · Calcium Sulfate Dissolver
- Barium Sulfate Dissolver

# **Solid Chemistry**





#### **Experience JACAM**

JACAM is fully committed to providing the best service possible to our customers. It is this approach that we believe sets us apart from our competition. In addition to our field staff, JACAM's management has over 75 years of technical experience in all facets of the oil, gas and water industries.

# Going beyond the leading edge...

**W**e firmly believe that creative solutions require creative thinking and creative thinking is trying new combinations. Discovery comes from going beyond the leading edge. It's a product of the previously unknown. It allows the possibility of failure. But often from failure comes the key missing fact for greater knowledge.

JACAM's research department is continually expanding the envelope and designing innovative new products to meet the customers' needs.



# **Environmental Policy**

"Zero spills, zero releases, zero incidents and zero excuses. Leave the earth better than you received it.





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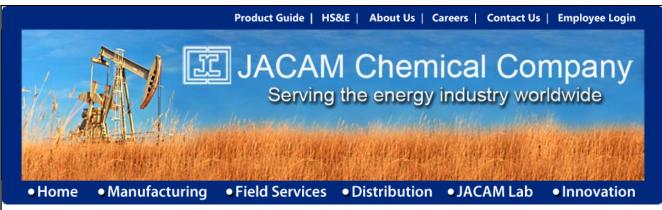
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# People + Products → Performance

# About Us...

Founded in 1982, JACAM originated in the Zaid family garage in Sterling, Kansas. JACAM is a multi-million dollar enterprise doing business in the United States and Internationally.

Built on solving customer's problems through innovative chemistry, we continue to seek practical solutions for today's oil and gas field problems with equal concern for the world of tomorrow.

# **Experience JACAM**

We are committed to provide our customers the highest combination of service, quality and product performance in the chemical industry, while maintaining the highest standards of ethics, honesty and integrity.



# **Corporation Overview**

Whether you're in the heart of wheat country in Great Bend, Kansas, the Peace Garden State of North Dakota, the Rocky Mountains of Colorado, the sunny skies of California or the oil rich countries in the Middle East, you'll find JACAM assisting oil and gas companies increase production, reduce lifting costs and improve profitability through the effective use of production chemicals.

Jacam manufactures and sells retail & wholesale a complete line of specialty chemicals for the Oil and Gas Production (upstream) and the Industrial (Downstream) markets throughout the USA as well as Internationally

JACAM's attitude is "whatever it takes". Over 30 years of intensive research and technical experience in field applications has resulted in the development of products that meet the ultimate test: *They solve problems*. We understand that our customers' formations are their lifeblood. They can depend on our products and our people to help them secure maximum production performance.



#### The History of Dr. Zaid

Dr. Gene H. Zaid, founder serves as CEO and President of Technology. Dr. Zaid holds a Bachelors, Masters and Doctoral Degrees in business, chemistry and mathematics. Widely recognized as an industry expert in the oil and gas industry throughout the mid-central U.S. and internationally. Dr. Zaid possess proven research, product development and problem-solving capabilities. With 30+ patents and numerous trade secrets to his credit, Dr. Zaid is the most significant driving force behind JACAM's continued success. JACAM has turned a profit during each year of business Dr. Zaid has been at the helm.



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## The Right Solution

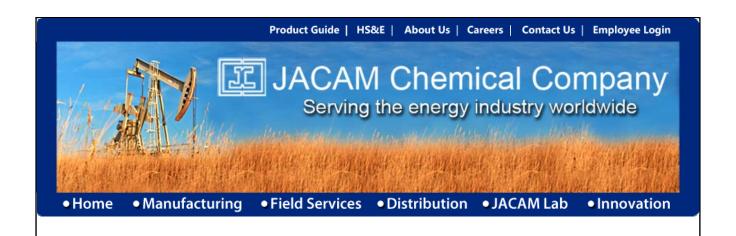
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# **Coming Soon!**

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Email: solutions@jacam.com



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# Over-the-road

JACAM Carriers, a division of JACAM
Chemical Company, owns and operates a fleet of over-the-road semi trucks that delivers our chemical daily from our Sterling Manufacturing plant to company warehouses and wholesale customers across Kansas and the United States.
Regardless of your location, JACAM can provide you with effective and innovative products when and wherever you need them.

# **Truck Treating**

JACAM owns and operates a fleet of both delivery and treating vehicles because "batch" treatments are not always the answer for oil and gas wells. Regardless of the problem or the application requirements, you can count on JACAM having the solution.









Door-To-Door Delivery



Our safety record is unsurpassed in the industry, resulting in timely, safe deliveries.

**Experience JACAM** 



JACAM's railroad spur allows for improved raw material deliveries and bulk shipping opportunities; thereby, lowering our manufacturing costs and these cost savings are then passed on to our customers.





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# ACAM meets the ultimate test: **We solve problems!!**

**O**ur highly trained technical staff specializes in problem solving. Our engineers are proven in their oil and gas well treatment ability to diagnose the problems, research a solution and deliver practical products that provide cost effective results.

**W**e realize that our customer's formation is their lifeblood. You can depend on our products and our people to help you secure maximum production performance.

#### **Experience JACAM**

We realize that many field problems are unique to a region and as such, an "off the shelf" chemical may not meet the specific needs of the customer. At JACAM

we form partnerships with our customers allowing us to understand the various problem facing the region. Once the problems have been identified, our scientists then design specific chemistries to meet the needs of that area in

a cost effective manner.

### **Pipeline Protection**



JACAM's <u>SuperCorr</u> is an innovative breakthrough in internal pipeline corrosion protection.

# Stimulation Treatment



Revive is JACAM's field proven, cost effective oil and gas well stimulation program designed to carry treatment inside the formation.

# **Solid Chemistry**



Our Solid "Green" Chemistry product line meets the environmental challenges facing the oil and gas industry today.

## **Analyzing Your Well**



We create value for our customers by accurately diagnosing problems and using just the right amount of product necessary to correct any issues and prevent future occurrences.

## Leading Edge Innovation



JACAM Chemicals' innovation doesn't just stop at its products. Our people have amassed hundreds of years of collective experience in the oil and gas fields. This translates into results for our customers.



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# Leaving The Earth Better Than We Found It.

# Health, Safety and the Environment

"Zero spills, zero releases, zero incidents and zero excuses. Leave the earth better than you received it." JACAM uses responsible manufacturing processes to ensure the production of consistent, quality products for its customers without affecting the environment. JACAM is a non-hazardous waste generator. All wash and rinse materials are recycled as makeup fluids in future production cycles. At JACAM, we believe it is our responsibility to ensure that we leave a clean, healthy environment for the future generations of this world.



#### **HS&E Focused Training**

- HSE Handbook
- Confined Space Program
- Emergency Action Plan
- Environmental Plan
- Fire Prevention Plan
- Forklift Safety
- Hazard Assesment
- HAZCOM
- · Hotwork Program
- Hydrogen Sulfide
- Incident Investigation &
- IT Security Program
- Lockout/Tagout Control
- Office Safety
- Personnel Security
- PPE Program
- Respiratory Protection
- Safety & Health
- Short Service Employee
- Training
- Vehicle Safety

# **Experience JACAM**

JACAM's researchers are proven in their ability to diagnose a problem, research a solution and deliver practical products that get results. While solutions are important, of equal concern is the condition of the world we're leaving for our children. JACAM has shown repeatedly that responsible chemistry is good for us, and it's good for future generations!



# Safety and Health are our primary values

ACAM is committed to creating a safe and healthy workplace by establishing values which reflect the highest environmental, health and safety standards in the industry. JACAM is also committed to keeping its workers and the community in which it operates safe and healthy. Our commitment to these values is reflected through our goal to establish the highest environmental, health and safety standards in the industry through the provision of training and continual improvement, all for the betterment of the JACAM family.

ACAM exceeds government requirements and industry standards.

- · Top-down safety focus
- . Full time. Master's level HSE professional on staff.
- State of the art, interactive web-based safety training and orientation
- · Weekly safety training meetings
- · On going audit schedule

#### **Environmental Policy**

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# We have the right solution for you!

# Research & Development

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# **Experience JACAM**

#### **Innovative Solutions**

- Salt Inhibitors
- System Saver Pellets
- Solid Ball Chemistry
- Supercorr
- · Calcium Sulfate Dissolver
- Barium Sulfate Dissolver

### **Product Line**

- Acid Stimulation Chemicals
- Combination Corrosion Scale Inhibitors
- Corrosion Inhibitors
- Emulsion Breakers
- Foamers & Defoamers
- · Gas Sweeteners
- Paraffin & Asphaltene Products
- Salt Inhibitor Desalt Products
- Scale Removers
- Surfactants
- Water Treatment Products
- Specialty Products
- Pellets/Treatment Balls/Stix
- Refinery Process Chemicals

#### **Analytical Support**

JACAM has a fully staffed and equipped laboratory located in Sterling, Kansas. Currently there are 3 PHD Chemists, 4 Chemists, 3 Technicians and 2 Chemical Engineers on staff to support our operations.



Our highly trained and experienced technicians use state-of-theart instrumentation, such as the only scanning electron microscope (SEM) in the area, for quick and accurate results to properly identify problems and provide recommendations. Our close proximity to over 70% of our business is very beneficial for both our employees as well as our customers. Our short turnaround time allows us the opportunity to troubleshoot problems in a timely manner. This coupled with the ability to speak directly to our chemist provides a great opportunity to take care of our customers' needs.

# <u>Leading Edge Technology &</u> <u>Innovation's Best</u>



We firmly believe that creative solutions require creative thinking and creative thinking is trying new combinations. Discovery comes from going beyond the leading edge. It's a product of the previously unknown. It allows the possibility of failure. But often from failure comes the key missing fact for greater knowledge.

JACAM's research department is continually expanding the envelope and designing innovative new products to meet the customers'

# **View Product Data Sheets**



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Our labs are equipped with State-of-the-Art Technology



The laboratories have the capability to run the following tests:

- · Water Analysis ICP and IC
- Coupon Analysis Corrosion and MPY
- Solids Analysis Scanning electron microscope
- Corrosion Failure Analysis-Reports include photo
- Oil Analysis Gravity, Pour point, Grind outs, Sulfur Content
- · Millipore Analysis
- Quality Control on every batch made at our manufacturing facility - Color, Clarity, pH, Specific Gravity, Freeze Point, Density - COA available upon request
- · Microbiological Survey





ACAM's laboratory is staffed with highly trained and experienced Chemists and technicians using state-of-the-art instrumentation for quick and accurate results to properly identify problems and provide recommendations.

**Q**ur research and development scientists are experts in the disciplines of surface, organic, polymer and analytical chemistry. We have found that quicker solutions are the direct result of bringing all accumulated knowledge available to bear on a specific problem by working with the customer to jointly develop the right program or approach.

With the arrival of the S.E.M. Microscope the 'guess-work' of solid analysis is removed. JACAM Chemicals is the only chemical company in the United States to utilize this highly sophisticated microscope to diagnose field problems.



# **Experience JACAM**

JACAM's researchers are proven in their ability to diagnose a problem, research a solution, and deliver practical products that get results.

**W**e believe the key to finding intelligent expeditious solutions are a result of bringing all field

and technical knowledge available to bear on a specific problem. This expertise plays an important role in determining the right solution whether it is an existing product or the development of a new product to be manufactured at our state-of-the art manufacturing facility.

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# Join the JACAM Family today!



We welcome you to experience life as a JACAM employee. JACAM would not be where it is today without the hard work, dedication, motivation and excitement from those who call JACAM "home". We work in the oil and gas industry and we separate ourselves from our competition with dedication to keeping the earth healthy; leaving it better than we found it. Thank you for visiting our site and we hope to see you in the near future! Please <a href="Apply Here">Apply Here</a> or contact us at hr@jacam.com.

- Jason West, President of JACAM Chemical Company

# JACAM Company Culture

As with any organization, JACAM has its own unique corporate culture, giving us a distinct competitive advantage. First and foremost, we are one of only a few truly family-oriented businesses left. When you stop to think about our workforce, consider that it is made up of brothers, fathers and sons, mothers and daughters, cousins, and husbands and wives. This lends itself well to another principle of our operations: safety is number one. Another important aspect of JACAM culture is our focus on the long-term relationship through truthfulness, integrity and ethical dealing. This applies equally to the customer, the vendor and the colleague. Perhaps most evident on a daily basis, ours is also an extremely customer service-oriented challenging to the very rewarding. View JACAM's extensive benefit package.

Apply Today or contact us at hr@jacam.com.

# JACAM Locations



## United States

- California
- Nevada
- Utah
- Montana
- North & South Dakota
- Wyoming
- Colorado
- Nebraska
- Kansas
- New Mexico
- Texas
- Oklahoma

Canada Mexico

Kuwait & Saudi Arabia



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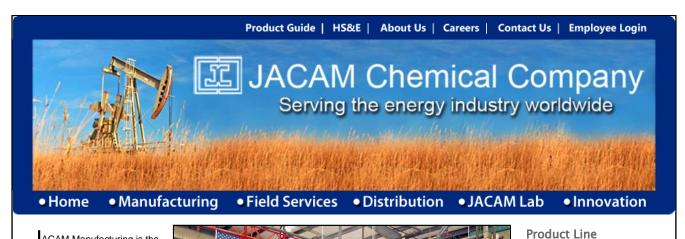
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ACAM Manufacturing is the leading manufacturer of oil field treating chemicals in the Midwest. Our world class facilities reflects JACAM's heritage of scientific innovation and commitment to ensure our customers have access to the highest quality products. Our customers range from startups with no manufacturing capabilities to the most wellknown worldwide chemical producers. Projects are typically conducted under confidentiality agreements to protect customer intellectual property.

JACAM uses responsible manufacturing processes to ensure the production of consistent, quality products for its customer without affecting the environment. All wash and rinse materials are recycled as makeup fluids in future production cycles. At JACAM, we believe it is our responsibility to ensure that we leave a clean, healthy environment for the future

# **W**e are known for developing more cost effective solutions to solve problems around the world. Through partnerships with customers in discovering solutions for specific problems, JACAM maintains a firm position at the leading edge of development of new and innovative products.

At JACAM, we believe the keys to success are found in collaborative efforts and long-term relationships built on trust and understanding between the customer and supplier.

# Troduct Eme



JACAM manufactures products across 35 product lines including but not limited to:

- Surfactants
- · Scale Inhibitors
- · Corrosion Inhibitors
- Biocides
- · Gas Sweeteners
- · Emulsion Breakers
- Paraffin & Asphaltene Inhibitors
- · Demulsifiers
- Stimulation Products
- · Salt Inhibitors
- Salt infibitors
   Specialty Chemicals
- · Foamers & Defoamers
- · Desalt Products
- Water Treating

We have built an additional manufacturing facility 5 miles North of Sterling on 160 acres zoned I–3. The two facilities can produce over 72,000,000 gallons of finished product annually.

# **Quality Control**



Insuring the consistency and quality of our products is job one at JACAM. With focus in mind, we have implemented stringent Quality Control testing guidelines for all products. A sample of each and every product from each batch is subject to rigorous and thorough testing.

#### Low Temperature

generations of this world.



Temperatures range from 350 degrees to 400 degrees Fahrenheit.

# High Temperature



Temperatures range from 400 degrees to 550 degrees Fahrenheit.

#### **Blending Solutions**



**E**ach batch is precisely blended to meet specific customer needs.

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